

Trade Credit Insurance

Vital Protection Against Non-payment

CHUBB®



If your company sells goods or provides services on credit terms, Chubb Trade Credit can help you protect your business against the risk of non-payment from your customers. By providing a unique solution to meet the requirements of your business, we bring you certainty and peace of mind.

Having sound Trade Credit insurance in place does more than just protect against non-payment. It also enables your business to source financing at preferential rates, reduces the amount of money you need to set aside for bad debt, enhances corporate governance and facilitates growth.

Who would benefit from Chubb Trade Credit Insurance?

Chubb offers opportunities for medium to large sized corporate and global businesses to look at alternative ways of insuring their customer risk.

Chubb typically partners with companies that are experienced in

credit management and who want a product to complement their credit management disciplines. The Chubb approach is to support your business with the continuity of product that many insurers cannot deliver.

A team dedicated to bringing you the right cover

Understanding your situation and requirements is of course important, so we will assign you a dedicated underwriter, empowered to make decisions on every aspect of your policy, who will communicate directly with you. Part of the underwriter's role is to provide intelligence on your key customers, often visiting many of them to understand and assess the risk in order to underwrite them accurately.

Our underwriters are also supported by Chubb's Credit & Country Risk Management (CCRM) team.

This team of dedicated country and corporate analysts constantly monitors the business environment to identify where companies and countries are becoming a credit risk.

A company with the global reach to serve your needs

Chubb has dedicated trade credit centers of expertise in New York, Los Angeles, Chicago, London, Hamburg, São Paulo and Singapore to support your global programs. The CCRM team draws on their excellent information to offer up-to-the-minute knowledge for your benefit.

Complementing Chubb's underwriting expertise and trade credit intelligence is a panel of leading reinsurers. Together, this suite of expertise and resources means we are exceptionally well placed to provide you with appropriate cover.

What if we don't have enough credit management resource?

We can assist you in the management of your policy and credit limit setting with customized credit management solutions.

Features of Your Policy

Typically we will grant a sizeable discretionary limit - a level to which you justify trading with your customer - and we underwrite specific buyers above this. Your policy will also feature non cancellable limits that run for the duration of the policy period.

Chubb also supports cross border trading with comprehensive cover for credit and political risk perils. On a practical level, we can also offer group credit limits allowing you to allocate coverage on your global account, wherever you trade locally.

As you can see, Chubb is very well placed to do something that not every trade credit insurer can achieve: provide you with a tailored program of cover precisely suited to your situation, including the extent and details of your international customers.

The result is the vital assurance of continuity of trade for your business.

Product options

- Multi-buyer excess of loss
- Single transaction or specific amount
- Named buyer portfolio
- Captive insurance programs
- Securitization programs

Features

- Coverage includes insolvency, default, political risks
- High discretionary limit level (appropriate to your credit management capability)
- Variable levels of deductible and risk share of up to 100%
- Group limits
- Non cancellable coverage (country and credit risks)
- Flexible methods of premium calculation
- Flexible methods of premium payment
- Customized wordings and clauses
- Worldwide comprehensive coverage
- Policy periods of up to 36 months
- Terms of payments of up to 36 months

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